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TO ALL SALESMEN

Toppenish, Wash., Jan. 4, 1913.

SHORT LIST.

You may sell all stock listed in your catalog with the following exceptions and changes as noted. This is a rather limited short list compared with some we have been compelled to send out in previous seasons; in other words, we still have a splendid lot of varieties in the catalog from which to sell.

APPLES:

OUT:

Duch. Oldenburg
Winterstein

Sell the following in 3-4 ft.
only, at 4-6 ft. prices:

Alexander
Fall Pippin
Fameuse
Gold. Sweet
Mon. Pippin
Pewaukee
Red Bellfleur
Red Cheek Pippin
Red June
Snow
Vandevere
Wealthy
Yellow Transparent

Sell the following in 2-3 ft.
only, at 3-4 ft. prices:

Wolf River.

CRAB APPLES

Sell the following in 3-4 ft.
only, at 4-6 ft. prices:

Florence
Martha
Red Siberian
Whitney
Yellow Siberian

PEARS

Out:

B. Clairgeau
Flemish Beauty
Winter Bartlett
Crocker Bartlett

Sell the following in 3-4 ft.
only, at 4-6 ft. prices:

Bartlett
Duch. d'Angouleme
Howell
Idaho
Worden Seckel

Instead of the Winter Bartlett and Crocker Bartlett, we suggest that you endeavor to sell the Easter Beurre, which you will find described as a most excellent pear and which is one of the latest keeping pears in the list, in general satisfying those who want a really winter pear. Our 3-4 ft. Bartlett are remarkably well calipered, in fact, are a 4 ft. and up pear in everything but height, so you may sell these conscientiously as being unusually strong grades.

PEACHES (cont)

Greensboro
McDevitt's Cl.
McKevitt's Cl.
Mountain Rose
Orange Cl.
Runyon's Or. Cl.
Strawberry
Taskena Cl.
Waterloo

Sell the following in 3-4 ft.
only, at 4-6 ft. prices:

Alexander
Muir

Most of the peaches short you observe are cling varieties not sold as largely as others, so you still have a splendid selection.

PLUMS

Out:

Bartlett
Climax
Damson
Jefferson
Maynard
Moore's Arctic
Washington

Sell the following in 3-4 ft.
only, at 4-6 ft. prices:

Forest Rose
Weaver

PRUNES

Out:

Dosch
French
German
Imperial
Pacific
Robe de Sargent
Sugar

We still have a limited supply of splendid grades in Italian. Push these, for your customers will be glad to know they can get first-class Italians at this late date.

The Tragedy is recognized in most sections as an unusually fine prune. We have a very good supply of these in splendid grades.

You may sell all stock listed in your catalog with the following exceptions and changes as noted. This is a rather limited list of stock compared with some we have been compelled to send out in previous seasons; in other words, we still have a splendid lot of varieties in the catalog from which to sell.

APPLES (cont)
OUT:

- Black Obedience
- Winterstein
- Sell the following in 3-4 ft. only, at 4-6 ft. prices:
- Alexander
- Red Pippin
- Yellow Sweet
- Red Pippin
- Lowland
- Red Bullfinch
- Red Cheek Pippin
- Red Jane
- Snow
- Vanadavere
- Westing
- Yellow Transparent
- Sell the following in 3-4 ft. only, at 4-6 ft. prices:
- Wolf River

- Greenhatch
 - McNulty's Cl.
 - McNulty's Cl.
 - Mountain Rose
 - Orange Cl.
 - Ranger's Cl.
 - Strawberry
 - Texas Cl.
 - Waterloo
 - Sell the following in 3-4 ft. only, at 4-6 ft. prices:
 - Alexander
 - Mill
- Most of the peaches about you observe are of fine varieties not sold as largely as others; so you still have a splendid selection.

PLUMS

- GRAB APPLES
- Sell the following in 3-4 ft. only, at 4-6 ft. prices:
- Piercing
 - Yellow
 - Red Siberian
 - Whitney
 - Yellow Siberian

- OUT:
- Barlett
 - Climax
 - Imperial
 - Jefferson
 - Myer
 - Moore's Arctic
 - Washington
 - Sell the following in 3-4 ft. only, at 4-6 ft. prices:
 - Forest Rose
 - Weaver

PEARS

- OUT:
- B. Clappan
 - Thomas Beauty
 - Winter Barlett
 - Orchard Barlett
 - Sell the following in 3-4 ft. only, at 4-6 ft. prices:
 - Barlett
 - Duch. d'Angoulême
 - Howell
 - Idaho
 - Warden Beckel

PRUNES

- OUT:
- Beach
 - French
 - German
 - Imperial
 - Radio
 - Robo de Sargent
 - Sugar

Instead of the Winter Barlett and Granger Barlett, we suggest that you endeavor to sell the Winter Beauty, which you will find described as a most excellent pear and which is one of the latest keeping pears in the list, in general satisfying those who want a really winter pear. Our 3-4 ft. Barlett are remarkably well colored, in fact, are a 4 ft. and up pear in everything but height, so you can sell these varieties without any difficulty.

We still have a limited supply of splendid grades in Italian. Even these, for your customers will be glad to know they can get first-class Italian at this late date.

The tragedy is recognized in most reactions as an unusually fine thing. We have a very good supply of these in splendid grades.

#2.

CHERRIES

Out:

Chapman
Deacon
Lutovka
Montmorency Ord.
Oxheart

Sell the following in 3-4 ft.
only, at 4-6 ft. prices;

Blk. Republican
Ely. Richmond
Kentish
Wragg

Sell the following in 2-3 ft.
only, at 3-4 ft. prices:

Montmorency Large

We have rather more Lambert than
we need at this season No finer
cherry grown. Help us reduce
this stock. Special quotations
in thousands and upward.

PEACHES

Out:

Briggs Red May
California Cling
Everbearing

Out: QUINCE

Bourgeat

NUT TREES

Out:

Kentish Cob) Sell English
Red Hazel) only
Siebeldi

You will be glad to know you
may sell the Franquette grafts
in limited numbers. We succeeded
in obtaining some very good stock,
and customers who have thus far
been disappointed will gladly place
the orders with you for spring
delivery.

ORNAMENTALS Out:

Rose or Moss Locust
Balm of Gilead
Cut-1f. Wpg. Birch
Bungeii Catalpa

Mulberry
Downing
New American
Noir of Spain

Hybrid Berries
Logan
Phenomenal
Primus

Mt. Ash
American
European
Weeping

Grapes
Early Ohio
Hartford
Eaton

Roses
Chas. Dingee
Mrs. Chas. Dingee
Harrison's Yellow
Persian Yellow

Lilacs
M. Abel Chatenay
Senator Volland

Strawberries
Sharpless

Gooseberries
Crown Bob

We suggest that you put a circle check "O" in your catalog
opposite the names of any of these varieties which you cannot
conveniently remember, so when you sell from the catalog you will
guard against taking orders for stock of which we are out.

This list if kept pasted in your price book will be a ready
reminder. You can nearly always induce the customer to take some-
thing else from such a large assortment as we list. Bear in mind
that few nurseries in the West grow or sell half as long a list
of varieties as we do. You are fortunate in this respect. Make the
most of it, call attention to the good assortment yet remaining
and you will find your sales keeping up.

Push the staple apple and pear particularly, also the specialties
and the ornamental stock. It pays to introduce these two latter
items every time. Many a customer having ordered all he thinks
he will need can be induced to buy some choice variety at a special
price and will thank you for having introduced it. The same is
true of shade and ornamental stock, particularly roses and shrubbery.

TOPPENISH NURSERY CO.

